ROU Brief - 5/8/96

For: AVP/RSM/RBM/ROM/KAM/RM-DFM/MC/PC/PRC/SC

FSC-88-A

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ROU DETAIL

➡ *SALEM Workplan POS*

Our SALEM priority regions have experienced out-of-stocks when ordering SALEM workplan POS. This is a result of non-priority regions ordering SALEM workplan POS. To ensure SALEM priority regions have ample quantities to meet their retail presence objectives for the remainder of 1996, effective immediately we will begin allocating SALEM workplan POS to priority regions only. Back orders against SALEM workplan POS by non-priority regions will be cancelled to meet the needs of priority regions. Once priority regions have ordered SALEM workplan POS, we will make quantities available for the remaining regions.

Program Contact: Steven O'Leary, extension #3466

➡ Sales Materials (SMS) 404 - On-line Review of Orders

As of 4/25/96 the SMS 404 order inquiry option has been modified so that any user can **review all orders** based on the ordering/receiving, region/division/territory, ship to location or item number value selected. In the past you were limited to only review of orders entered by your region/division.

Users no longer need to switch to security group 'xxxxxx SMSUINQ' for this review capability.

As an example, you can review all orders for an account even if the order is entered by xxxxxx (homeoffice), another region/division or your own region/division.

This new function should in particular help with the review of chain account orders.

Program Contact: Charlotte Vogler, extension #6690

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To: Macleod, Stephen
From: 1610 - Buffalo ROU (BRZEZIE)
Posted: 5/9/96 8:40
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Subject: FWRD: FSC-88-A ROU Brief

Forwarding the following Brief - however, it does not need to be copied to anyone in the field and Darren automatically received from W-S. Any questions, please advise.

========== <Forwarded Letter> ==========
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